

New Business Sales Executive - Workflow Software

Location: Utrecht Region, The Netherlands

To expand our team of COINS and VISI software we are looking for a New Business Sales Executive. A New Business Sales executive is responsible for a) further expanding our services and products to the market, b) increasing the forecast, and c) creating & implementing a Sales action plan (with the support of the Sales Manager).

Alfamail (www.alfamail.com) is our successful and easy-to-use web application for capturing and managing formal project communication. Via an email-like interface, collaborating parties communicate according to the work processes and standard forms. For example, for the approval of documents. Alfamail is suitable for workflows of the type: Contract Management, VISI and ISO 29481 and more.

CBIS is our relatively new web application for capturing huge amounts of formal object information, in accordance with an object type library. Through the web interface, users will review the recorded metadata, documents, 3D models and geographic data. For example, with our 3D viewer and via a map (think of a Google Maps-like interface). All versions and configurations of the object data are stored and can be filtered and searched. CBIS is suitable for data type: COINS and Ontology Web Language.

What are you going to do?

The following activities are part of the tasks of a New Business Sales Executive.

Execution of yearly Sales plan

- Translate strategic goals into a yearly actionable plan;
- Define how to target suspects, in close cooperation with Marketing & Communication and Lead Qualification;
- Work according to Marketing & Communication strategy with the Marketing Automation System, for instance on Marketing Lists, Campaigns;
- Periodically report on progress (and deviations) of the execution;
- Do visit planning (weekly, monthly, quarterly).

Realisation of Sales targets

- Create quotations, follow up, and close;
- Hand over orders to Operations.

Acquisition

- Help with finding and developing suspects / prospects;
- Create suspects / prospects through personal network;
- Disciplined follow up prospects;
- Qualify suspects / prospects for optimal use of time and internal resources;
- Present the company and offerings in a compelling way, which fits the buyer journey of the prospect;
- Create new opportunities which are in line with the strategy;
- Create the proposal, in close cooperation with a business consultant and pre-sales consultant.

Communication

- Pro-active communicate with sales management, marketing, pre-sales business consultancy and business development team;
- Work close with the business areas and industry teams within the (global) company.

What do we ask?

- Bachelor work and thinking level, commercial (with affinity for software / IT);
- Minimum 5 years relevant work experience (e.g. Workflow / ERP / PLM sales, including services);
- Knowledge of Sales techniques (sales funnel, SPIN® Selling);
- Experience with consultative / challenger sales capacities;
- Good communication competence in speaking and writing;
- Able to work in a structured, accurate way;
- Fluent in Dutch and good in English in both speaking and writing;
- Knowledge of Salesforce is an advantage;
- Driving License B.

Who are we?

TechniaTranscat - the # 1 knowledge company in PLM. With our expertise in Product Lifecycle Management (PLM), we help organisations to transform vision into value. Our solutions are used worldwide in industries like Life Sciences, Automotive, Travel, Retail, Offshore, Telecom, Fashion and Food & Beverage. We serve over 4,000 customers worldwide, including 43 listed in Fortune 500. TechniaTranscat is part of Addnode Group, listed on the Nasdaq OMX Nordic List. For more information, visit www.alfamail.com.

TechniaTranscat Benelux is an integral part of TechniaTranscat. The Benelux branch includes the team of our innovative COINS and VISI software. The focus for these services and products is on organisations in the industry Civil Infrastructure. The portfolio consists of our own products, Alfamail & CBIS.

What has TechniaTranscat Benelux to offer?

A function with many responsibilities regarding sales of our services and software. TechniaTranscat Benelux has an informal and open culture, with fun at work being of great importance. We are driven and passionate. Teamwork is important. But personal development and growth is of greater value. We offer a very diverse and versatile function in a growing professional organisation. Good primary and secondary working conditions.

Do you recognise yourself in the above profile, and are you interested in this challenge? Please, send your motivation (including a curriculum vitae) to job.benelux@techniatranscat.com with reference to New Business Sales Executive and Jeroen van Geijlswijk.